

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

DRAFTED BY COM:OED:DEPD:PAULETTE WOLFSON:SM

APPROVED BY EB/OCA/REP/EMCKEON

COM:OED:DEPD:JMILLER

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AF:W:HWALKER

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R 132356Z MAR 75

FM SECSTATE WASHDC

TO AMCONSUL KADUNA

INFO AMEMBASSY LAGOS

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E.O. 11652:N/A

TAGS: BEXP, BTRA, NI

SUBJECT:FOREIGN BUYER PROGRAM:NIGERIAN MERCHANTS LTD.(NML)

REF: A) KADUNA 0157, B) KADUNA 843, DEC. 9, 1974,

--- C) STATE 179148, AUGUST 15, 1974

1. COMMERCE WELCOMES CONSTRUCTIVE AND OBJECTIVE CRITICISM FROM POSTS ON THE FOREIGN BUYER PROGRAM. HOWEVER, IT IS DIFFICULT TO UNDERSTAND POST'S HASTY CONCLUSIONS AND HIGHLY CRITICAL REMARKS IN REFTEL A, BASED ON UNCORROBORATED EVIDENCE. WE FEEL STRONGLY THAT THE CIRCUMSTANCES DID NOT WARRANT THE INTEMPERATE TONE REFLECTED IN REFTEL A NOR WAS ANY USEFUL PURPOSE SERVED.

2. CONSULATE MAY WISH TO CONSIDER THE FOLLOWING FACTS:

A) BECHTEL AND UNITED OIL PRODUCT OFFICIALS LISTED IN REFTEL C REPORT THAT BIDA DID NOT REPEAT NOT CONTACT THEM. PROJECT OFFICER UNABLE TO IDENTIFY OTHER PERSONS, AT THESE FIRMS WHOM BIDA MAY HAVE CONTACTED. B) BIDA DID NOT CONTACT EITHER WASHINGTON PROJECT OFFICER OR SAN FRANCISCO DISTRICT OFFICE UPON ARRIVAL, NOR DID PROJECT OFFICER HAVE LIMITED OFFICIAL USE

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ANY INFORMATION ON HOW TO CONTACT BIDA. BIDA FINALLY

CONTACTED WASHINGTON PROJECT OFFICER ON LATE AFTERNOON, THURSDAY, JANUARY 23 RE FRIDAY MORNING APPOINTMENTS, BUT PLANNED TO DEPART FOR LONDON FRIDAY AFTERNOON. PROJECT OFFICER PROVIDED BIDA DIRECTIONS TO UNITED OIL AND SUGGESTED

IF SUFFICIENT TIME REMAINED BIDA SHOULD ALSO CONTACT WHITE MOTORS WASHINGTON REPRESENTATIVE. BIDA LEFT IMPRESSION HE WAS WELL SATISFIED WITH ARRANGEMENTS AND INDICATED HE WOULD CALL PROJECT OFFICER IF ADDITIONAL ASSISTANCE WAS NEEDED. HE DID NOT CALL AGAIN. COMMERCE UNAWARE IF DAUDA ACCOMPANIED BIDA TO THE U.S.

3. FYI FOREIGN BUYER PROGRAM HAS ASSISTED AT LEAST SIX NIGERIAN BUSINESSMEN INDIVIDUALLY EITHER THROUGH COMMERCIAL INVITATIONS OR POST'S CABLE REQUEST. FURTHER,

WE HAVE ASSISTED SCORES OF OTHER NIGERIANS AT SEVERAL IMPORTANT U.S. TRADE SHOWS. (SEE PAGE 7, MARCH 3, 1975 ISSUE OF COMMERCE TODAY). WE URGE YOU TO CONTINUE REQUESTING ASSISTANCE FOR VISITING NIGERIAN BUSINESSMEN. POST IS URGED TO ENCOURAGE VISITORS TO CONTACT PROJECT OFFICER AS EARLY AS POSSIBLE AFTER ARRIVAL IN THE U.S. IN ORDER TO DETERMINE SPECIFIC BUSINESS OBJECTIVE AND TO FACILITATE BUSINESS APPOINTMENTS. NOTE: UNCLASSIFIED MESSAGES FACILITATE DISSEMINATION OF INFORMATION TO THE U.S. BUSINESS COMMUNITY. INGERSOLL

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